



PHILIP MORRIS

U.S.A.

P.O. BOX 26603, RICHMOND, VIRGINIA 23261 TELEPHONE (804) 274-2000

October 30, 1997

Mr. Christopher R. Crawley
Fidus Instrument Corporation
Chesterfield Industrial Park
7400 Whitepine Road
Richmond, VA 23237-2219

Dear Mr. Crawley:

As you are hopefully aware, the Commonwealth of Massachusetts has recently enacted a law requiring that percent filter tip ventilation data be obtained using a "Filter Dilution (Ventilation) Testing Instrument (FDT), product no. FDT 232." We are making every effort to comply with the new law. However, based on our experience with your ventilation equipment, which we have purchased in the past, the designation "FDT 232" does not identify a single piece of equipment. Please respond to the following questions to assist Philip Morris in its efforts to comply with the Massachusetts law.

1. Does Fidus Instrument Corporation market a product designated as the "Filter Dilution (Ventilation) Testing Instrument (FDT), product no. FDT 232"?
2. Does the numeric "232" indicate a Fidus Dilution Tester equipped with an optional RS-232 computer port? If not, what does it indicate?
3. What is Fidus Instrument Corporation's standard method for designating ventilation equipment? How do your customers usually order your equipment (e.g., basic instrument type plus options)?
4. Is your equipment sold with a model name or number printed on the instrument?
5. If you sell customized ventilation equipment only, is "FDT 232" the description of customized equipment you currently sell?
6. Does every type of ventilation equipment you sell determine percent filter tip ventilation similarly? If not, how do they differ?

Thank you in advance for your assistance and cooperation. A response on or before November 12 given the compliance deadlines stated in the new law, will be very much appreciated.

Sincerely,

Kenneth F. Podraza, PhD
Manager, Product Testing Laboratory

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